

## Commercial Bank Lending Case Grading Rubric

Group \_\_\_\_\_ Case \_\_\_\_\_ Date \_\_\_\_\_

<b>Analysis</b>	<b>Below Expectations</b>	<b>Meets Expectations</b>	<b>Exceeds Expectations</b>
Content 10 points	Missing the main ideas of the case	General presentation of the main ideas; all relevant facts mentioned and assigned questions answered	Main points and all assigned questions addressed; also provides questions/concerns not explicitly listed in the case
Analysis 20 points	Several incorrect calculations	One or two incorrect calculations	All calculations correct
Support for decision 20 points	Provides only limited or weak facts or data to support loan decision	Uses appropriate facts, evidence, data, and financial analysis to support loan decision	Uses appropriate facts, evidence, data or financial analysis to support loan decision; interprets meaning and draws conclusions; lists any concerns for the future
<b>Delivery</b>			
Organization 10 points	Haphazard or inappropriate pattern of organization; requires effort to follow	Pattern is generally clear and organized; a few minor points may be confusing	Uses a clear, appropriate pattern of organization;
Clarity 10 points	Presentation difficult to read or follow	Easy to read and follow	Excellent use of PowerPoint or other methods to provide a clear presentation of all data
Consistency and Grammar 10 points	Mix of type fonts, colors, several spelling and grammars	Consistent font, colors, very few spelling or grammar errors	Consistent font type, colors, etc., and seamless transitions between presenters; no grammatical errors
Eye contact 5 points	Limited eye contact, relies on note cards or focuses on screen	Tries to maintain eye contact but frequently looks at screen or notes	Maintains eye contact, referring occasionally to screen or notes
Poise and Confidence 5 points	Distracting sways, paces or fidgets; poor use of hands	Neutral; uses hand and body movements but appears stiff or uneasy	Engaging, uses gestures and expressions, looks comfortable, confident and natural
Voice 5 points	Difficult to understand; mumbles; too loud or soft; too fast or slow; lots of "umms" and verbal distraction	Easy to understand; appropriate pace and volume; few verbal distractions	Engaging; uses conversational tone; modulates voice
Enthusiasm 5 points	Delivery lacks enthusiasm or energy	Project a feeling of enthusiasm	Projects a feeling enthusiasm and a high energy level